

3. EDUCATIONAL PROGRAM

Management of Foreign Economic Activities (Bachelor's degree). Director of the educational programme – O.V. Piankova, Phd in economical science, Associate Professor, Associate Professor of the Department of International Management

3.1. Profile of the educational programme

1- GENERAL INFORMATION	
Full name of HEI and structural subdivision	State University of Trade and Economics Faculty of International Trade and Law Department of International Management
Higher education level and qualification name in the original language	The first (bachelor's) level of higher education Qualification - Bachelor of Management
Field of knowledge	D Business, Administration and Law
Subject Area	D3 Management
Name of educational program	Management of Foreign Economic Activities
Restrictions on Modes of Study	There are no restrictions
Compliance with the higher education standard of the Ministry of Education and Science of Ukraine	Meets the Higher Education Standard of the Ministry of Education and Science of Ukraine (Order No. 1165 dated 29.10.2018)
Diploma Type and Educational Program Volume	Bachelor's degree, single. The volume of the study and professional program is 240 ECTS credits. The normative term of preparation is 3 years and 10 months
Accreditation availability	Certificate of accreditation of the study program IR-0978-1/7, valid until 30 .09. 2031 issued by ZEVA (Germany)
Cycle, higher education level	NQF of Ukraine – level 6, FQ-EHEA – first cycle, EQF-LLL-level 6
Prerequisites for admission to the educational program	Having a complete general secondary education or qualification junior specialist, junior bachelor
Language(s) of teaching	Ukrainian, English
Term of validity of the educational program	Until the approval of the new edition of the educational and professional program
Internet address of permanent placement of the educational program description	https://knute.edu.ua/
2- PURPOSE OF EDUCATIONAL PROGRAM	
Training of highly qualified specialists through an optimal combination of managerial, economic and legal components, which enables graduates to make and implement management decisions in the field of foreign economic activity, related to	

planning, organization of foreign economic operations, formation of enterprise development strategies, access to foreign sales markets; formation of the knowledge base of students of higher education for practical activities in the field of management of foreign economic activity

3- CHARACTERISTICS OF EDUCATIONAL PROGRAM

Subject area

Object of study: management of organizations and their units.

Training goals: training of specialists capable of solving practical problems and complex specialized tasks, characterized by complexity and uncertainty of conditions in the field of management of organizations and their divisions.

Theoretical content of the subject area: paradigms, laws, regularities, principles, historical prerequisites of management development; concepts of systemic, situational, adaptive, anticipatory, anti-crisis, innovative, project management, etc.; functions, methods, technologies and managerial decisions in management.

Methods, techniques and technologies: general scientific and specific research methods (calculation-analytical, economic-statistical, economic-mathematical, expert assessment, factual, sociological, documentary, balance, etc.); methods of implementing management functions (marketing research methods; methods of economic diagnostics; methods of forecasting and planning; methods of designing organizational management structures; methods of motivation; methods of control; methods of evaluating social, organizational and economic efficiency in management, etc.); management methods (administrative, economic, socio-psychological, technological); technologies for justifying management decisions (economic analysis, simulation modeling, decision tree, etc.).

Tools and equipment: modern information and communication equipment, information systems and software products used in management.

Orientation of educational program

Educational and professional, applied

Main focus of educational program

The program is aimed at acquiring competencies and achieving program learning outcomes in the field of foreign economic activity management with in-depth study of the organization of foreign trade operations, a high level of proficiency in foreign languages.

Keywords: management, foreign economic activity, subject of foreign economic activity, foreign trade operation

Program features

Requires a combination of theoretical component and practical training at enterprises - subjects of foreign economic activity, in ministries and institutions that regulate foreign economic activity. In-depth knowledge of a foreign language.

4- GRADUATES' EMPLOYABILITY AND FURTHER LEARNING

Employability

Graduates of this educational and professional program can find employment at enterprises-entities of foreign economic activity, in international companies, international financial and economic, government and other organizations.

According to the classifier of professions DK 003:2010 with amendments approved by the order of the Ministry of Economic Development and Trade of Ukraine dated

February 15, 2019 No. 259:
 3422 Customs clearance agent;
 3422 Forwarder;
 3415 Commercial trader;
 3419 Trade inspector;
 3419 Supply organizer;
 3419 Sales organizer.

Further learning

A bachelor can continue his studies at the second (master's) level of higher education. Acquisition of additional qualifications in the postgraduate education system.

5- TEACHING AND ASSESSMENT

Teaching and learning

A balanced combination of classroom activities (lectures-discussions, practical classes, independent work with information sources, teacher consultations), distance learning and independent work on the basis of student-centered, problem-oriented, interactive learning and self-study.

Assessment

Assessment of student learning outcomes is carried out in accordance with the "Regulations on the Assessment of Student and Postgraduate Learning Outcomes at SUTE" and provides for the following control measures: current and final control, certification.

Current control is carried out during practical classes and based on the results of completing independent work tasks. It involves assessing the theoretical preparation of students during practical classes and acquired practical skills during the completion of tasks.

Final control - control measures that provide for establishing compliance (measurement, evaluation) of the learning outcomes obtained by a person with the requirements of the educational program in terms of the relevant educational component, which is carried out at the university in the form of a test and exam.

Student learning outcomes at SUTE are assessed on a 100-point scale, where: 60-100 points - learning outcomes that give the student the right to obtain ECTS credits; 0-59 points - unsatisfactory learning outcomes that do not give the student the right to obtain ECTS credits.

6- PROGRAM COMPETENCIES

Program competencies

The ability to solve complex specialized tasks and practical *management* problems, which are characterized by the complexity and uncertainty of conditions, in the field of management of *foreign economic activity* or in the learning process, which involves the application of theories and methods of social and behavioral sciences

General competencies

1	The ability to exercise one's rights and obligations as a member of society, to realize the values of civil (democratic) society and the need for its sustainable development, the rule of law, the rights and freedoms of man and citizen in Ukraine.
2	The ability to preserve and increase moral, cultural, scientific values and increase the achievements of society based on understanding the history and patterns of development of the subject area, its place in the general system of knowledge about nature and society and in the development of society, technology and engineering, to use various types and

	forms of physical activity for active recreation and leading a healthy lifestyle.
3	The ability to abstract thinking, analysis, synthesis.
4	The ability to apply knowledge in practical situations.
5	Knowledge and understanding of the subject area and understanding of professional activity.
6	The ability to communicate in the state language both orally and in writing.
7	The ability to communicate in a foreign language.
8	8. Skills in using information and communication technologies..
9	The ability to learn and master modern knowledge.
10	The ability to conduct research at the appropriate level.
11	The ability to adapt and act in a new situation.
12	The ability to generate new ideas (creativity).
13	Appreciation and respect for diversity and multiculturalism.
14	The ability to work in an international context.
15	The ability to act on the basis of ethical considerations (motives).
16	The ability to make decisions and act, adhering to the principle of inadmissibility of corruption and any other manifestations of dishonesty
<i>Special competencies</i>	
1	1. The ability to define and describe the characteristics of the organization.
2	2. The ability to analyze the results of the organization's activities, to compare them with the factors influencing the external and internal environment.
3	3. The ability to determine the prospects of the organization's development.
4	4. The ability to determine the functional areas of the organization and the connections between them.
5	5. The ability to manage the organization and its divisions through the implementation of management functions.
6	6. The ability to act socially responsibly and consciously.
7	7. The ability to choose and use modern management tools.
8	8. The ability to plan the activities of the organization and manage time.
9	9. The ability to work in a team and establish interpersonal interaction when solving professional tasks.
10	10. The ability to evaluate the work performed, ensure their quality and motivate the organization's personnel.
11	11. The ability to create and organize effective communications in the management process.
12	12. The ability to analyze and structure the problems of the organization, to form reasonable solutions.
13	13. Understand the principles and norms of law and use them in professional activities.
14	14. Understand the principles of psychology and use them in professional activities.
15	15. The ability to form and demonstrate leadership qualities and behavioral skills.
16	16. <i>The ability to organize foreign trade operations taking into account the peculiarities of regulation of foreign economic activity.</i>
17	17. <i>To understand the mechanism of taxation of foreign economic activity, features of foreign exchange operations, specifics of international calculations, methods of pricing in foreign economic activity, algorithm of entering the foreign market</i>
7- PROGRAM LEARNING OUTCOMES	
1	To know the rights and responsibilities as a member of society, to be aware of the values of civil society, the rule of law, the rights and freedoms of a person and a citizen in Ukraine.

2	To preserve moral, cultural, scientific values and increase the achievements of society, to use various types and forms of physical activity to lead a healthy lifestyle.
3	To demonstrate knowledge of theories, methods and functions of management, modern concepts of leadership.
4	To demonstrate skills in problem identification and justification of management decisions.
5	To describe the content of the organization's functional areas.
6	To demonstrate the skills of searching, collecting and analyzing information, calculating indicators to substantiate management decisions.
7	To demonstrate organizational design skills.
8	To apply management methods to ensure the effectiveness of the organization's activities
9	To demonstrate interaction, leadership, and teamwork skills
10	To have the skills to substantiate effective tools for motivating the organization's personnel.
11	To demonstrate the skills of situation analysis and communication in various areas of the organization.
12	To assess the legal, social and economic consequences of the organization's functioning.
13	To communicate orally and in writing in national and foreign languages.
14	To identify the causes of stress, adapt yourself and team members to a stressful situation, find means to neutralize it.
15	To demonstrate the ability to act in a socially responsible and socially conscious manner based on ethical considerations (motives), respect for diversity and interculturality.
16	To demonstrate the skills of independent work, flexible thinking, openness to new knowledge, be critical and self-critical.
17	To carry out research individually and/or in a group under the guidance of a leader.
18	<i>To determine and substantiate the strategy of entering the foreign market, conduct negotiations with counterparties, draw up standard contracts, and monitor their implementation.</i>
19	<i>To determine and distribute the costs, risks and responsibilities of the parties in accordance with the terms of the contract.</i>
20	<i>To demonstrate the skills of declaring goods, placing them in different customs regimes, calculating the customs value, customs payments, and forming the price when conducting foreign trade transactions.</i>

8- RESOURCE PROVISION FOR PROGRAM IMPLEMENTATION

Staff support

Fully complies with the Licensing Requirements for the Conduct of Educational Activities. The implementation of the study and professional program "Management of Foreign Economic Activity" is carried out by scientific and pedagogical workers with a scientific degree and/or academic title who meet the requirements of the current legislation of Ukraine and have a sufficient level of scientific and professional qualifications. Practitioners and representatives of professional associations and foreign partners are also involved in the educational process.

All scientific and pedagogical workers undergo internships / advanced training every five years.

Material and technical support

Fully complies with the Licensing requirements for conducting educational activities. For the convenience of higher education applicants, a corporate distance learning system and an automated educational process management system "MIA: Education" operate.

The university is equipped with modern computer classes with specialized software, a Business Simulation Educational and Scientific Center operates, and a Smart Library operates. All conditions have been created for the education of persons with disabilities. The social and household infrastructure of SUTE is available.

Information and educational and methodological support

For each educational program at the university, an ECTS Information Package is being developed.

Each student, through his personal account of the ACS "MIA: Education", can review and form his own individual plan, view the curriculum, points earned by disciplines, class schedule, and communicate with participants in the educational process.

Programs, work programs, discipline syllabi, and assessment criteria for educational components are posted on the corporate distance learning platform.

The university's electronic repository provides full-text access to SUTE scientific and educational literature, manuscripts of qualification works and dissertations for obtaining scientific degrees.

For the convenience of higher education applicants, the university has developed a Catalog of Academic Disciplines, according to which students have the right to choose selective educational components.

9- ACADEMIC MOBILITY

National credit mobility

National credit mobility is carried out within the framework of the concluded memorandums of cooperation between SUTE and other higher education institutions (scientific institutions) of Ukraine in accordance with the legislation.

International credit mobility

The university has concluded cooperation agreements between SUTE and foreign higher education institutions, within the framework of which partner exchange and training of students is carried out under international programs and projects within the framework of the Erasmus+ program.

Learning of foreign students

It is carried out in accordance with the requirements of current legislation.

2. LIST OF EDUCATIONAL PROGRAM COMPONENTS AND THEIR LOGICAL SEQUENCE

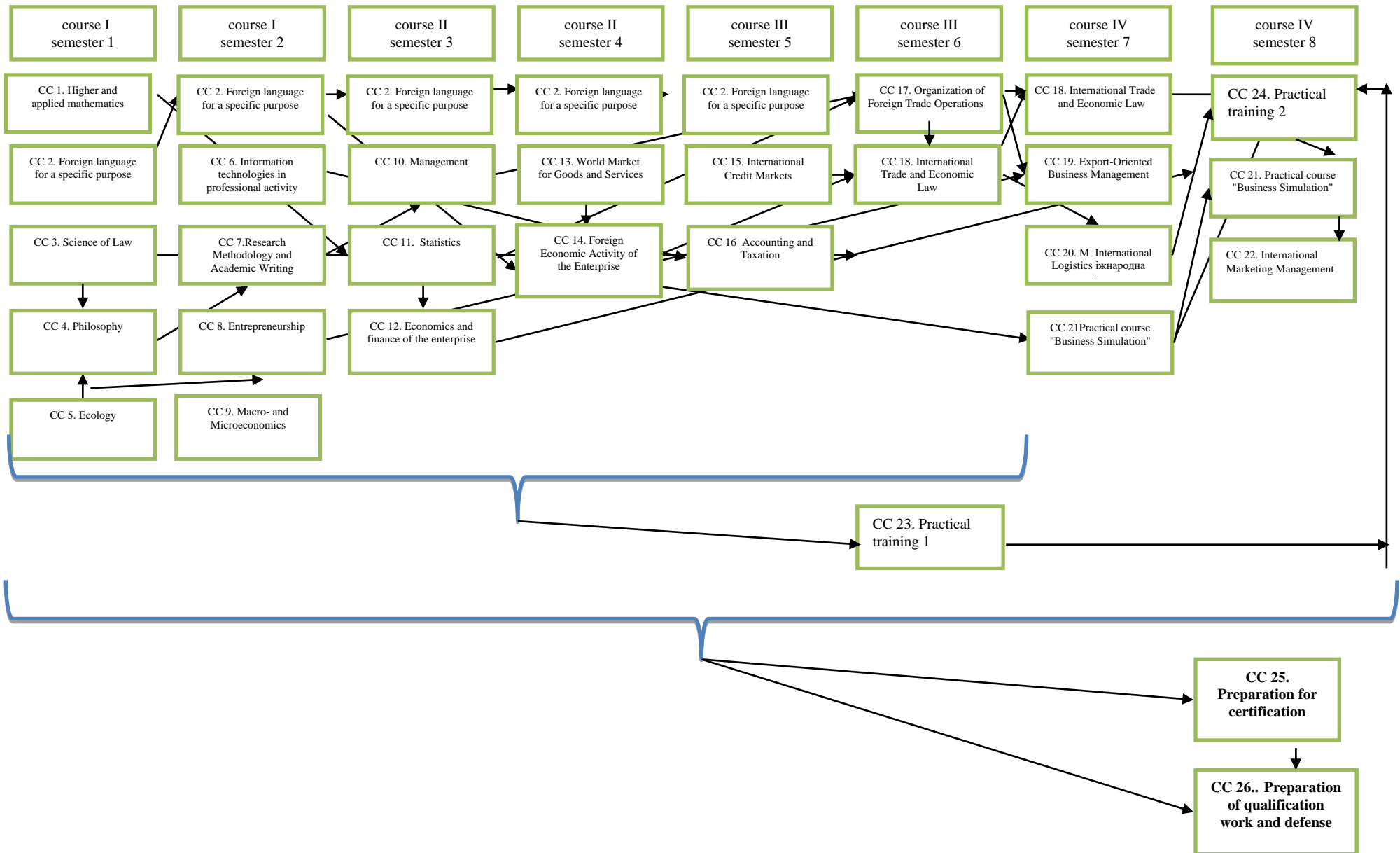
2.1. List of EP components

Code	Educational program components	ECTS credits	Control form
<i>Compulsory components</i>			
CC 1.	Higher and Applied Mathematics	6	Exam
CC 2.	Foreign Language for Specific Purpose	27	Exam
CC 3.	Science of Law	6	Exam
CC 4.	Philosophy	6	Exam
CC 5.	Ecology	6	Exam
CC 6.	Information Technologies in Professional Activity	6	Exam
CC 7.	Research Methodology and Academic Writing	3	Exam
CC 8.	Entrepreneurship	6	Exam
CC 9.	Macro- and Microeconomics	6	Exam
CC 10.	Management	6	Exam
CC 11.	Statistics	6	Exam
CC 12.	Economics and Finance of the Enterprise	6	Exam
CC 13.	World Market for Goods and Services	6	Exam
CC 14.	Foreign Economic Activity of the Enterprise	6	Exam
CC 15.	International Credit Markets	6	Exam
CC 16.	Accounting and Taxation	6	Exam
CC 17.	Organization of Foreign Trade Operations	9	Exam
CC 18.	International Trade and Economic Law	12	Exam
CC 19.	Export-Oriented Business Management	6	Exam
CC 20.	International Logistics	6	Exam
CC 21.	Practical course "Business Simulation"	9	Exam
CC 22.	International Marketing Management	6	Exam
CC 23.	Practical training 1	6	Test
CC 24.	Practical training 2	3	Test
CC 25.	Preparation for certification	3	
CC 26.	Preparation of qualification work and defense	6	Defense
Total amount of compulsory components:		180	
<i>Elective components</i>			
EC 1.	Educational component 1	6	Exam
EC 2.	Educational component 2	6	Exam
EC 3.	Educational component 3	6	Exam
EC 4.	Educational component 4	6	Exam
EC 5.	Educational component 5	6	Exam
EC 6.	Educational component 6	6	Exam
EC 7.	Educational component 7	6	Exam
EC 8.	Educational component 8	6	Exam
EC 9.	Educational component 9	6	Exam
EC10.	Educational component 10	6	Exam

Total amount of elective components:	60	
TOTAL VOLUME OF EDUCATIONAL PROGRAM	240,0	

Students choose elective academic disciplines through their personal account on the portal "MIA: Education". Descriptions of academic disciplines and their prerequisites are presented in the Catalog of Academic Disciplines of SUTE

2.2. Structural and logical scheme of educational program



3. THE FORM OF CERTIFICATION OF THE STUDENTS

Certification is carried out in the form of a public defense of the qualification work. The qualification work involves solving a complex specialized task or practical problem in the field of management, characterized by complexity and uncertainty of conditions, with the application of theories and methods of economic science. The qualification work should not contain academic plagiarism, falsification and copying. The qualification work must be published on the official website or in the repository of the higher education institution.

5. MATRIX OF PROVISION OF PROGRAM LEARNING OUTCOMES WITH COMPULSORY COMPONENTS OF THE EDUCATIONAL PROGRAM

Components / Program learning outcomes	CC 1	CC 2	CC 3	CC 4	CC 5	CC 6	CC 7	CC 8	CC 9	CC 10	CC 11	CC 12	CC 13	CC 13.1	CC 14	CC 15	CC 16	CC 17	CC 17.1	CC 18	CC 19	CC 20	CC 21	CC 22	CC 23	CC 24	CC 25	CC 26	
1			•	•	•													•							•	•	•	•	
2				•	•																					•	•	•	•
3										•											•			•		•	•	•	•
4	•						•	•		•		•	•	•	•	•		•	•		•	•	•	•	•	•	•	•	•
5									•	•		•	•	•										•	•	•	•	•	•
6						•	•	•	•	•	•	•	•	•	•	•	•	•	•		•	•	•	•	•	•	•	•	•
7															•								•		•	•	•	•	•
8								•		•								•	•		•	•		•	•	•	•	•	•
9								•		•											•				•	•	•	•	•
10										•																•	•	•	•
11	•						•	•	•	•	•	•			•			•	•		•	•	•	•	•	•	•	•	•
12			•		•			•				•			•			•	•	•	•	•	•	•	•	•	•	•	•
13		•					•	•		•					•	•		•	•	•	•	•	•	•	•	•	•	•	•
14								•		•					•											•	•	•	•
15				•	•			•		•					•			•	•	•	•	•	•	•	•	•	•	•	•
16							•	•		•			•	•						•	•	•	•	•	•	•	•	•	•
17							•	•		•			•	•	•				•	•	•	•	•	•	•	•	•	•	•
18	•												•	•	•			•	•	•	•	•	•	•	•	•	•	•	•
19															•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
20															•	•	•	•	•	•	•	•	•	•	•	•	•	•	•

Розроблено робочою групою у складі

1. П'янова Оксана Василівна, канд. екон. наук, доц., доцент каф. міжнародного менеджменту, **гарант освітньої програми**
2. Мельник Тетяна Миколаївна, доктор екон. наук, проф., завідувач кафедри міжнародного менеджменту
3. Серова Людмила Петровна, канд. екон. наук, доц., доц. каф. міжнародного менеджменту
4. Слоква Марина Григорівна, канд. екон. наук, доц., доц. каф. міжнародного менеджменту
5. Гибало Анастасія студентка, 3 курсу 6 групи, ОС «бакалавр» факультету міжнародного торгівлі та права, ОП «Менеджмент зовнішньоекономічної діяльності»

Рецензії-відгуки зовнішніх стейкхолдерів:

1. Король Валерій, віце-президент Торгово-промислової палати України
2. Битько Анастасія, сертифікована консультантка з експорту, засновниця та CEO one-stop агенції Exporter, співзасновниця та CEO соціального підприємства Vilni, експертка з експорту Дія. Бізнес

LIST OF RECOMMENDED ELECTIVE COMPONENTS

Code	Educational components	ECTS credits
EC 1.	Second foreign language	6
EC 2.	Economic history of the world of Ukraine	6
EC 3.	Foreign economic relations	6
EC 4.	Information systems and technologies in foreign economic activity management	6
EC 5.	Team building	6
EC 6.	Country studies	6
EC 7.	International management of corporations	6
EC 8.	International credit and settlement and currency operations	6
EC 9.	Operational management	6
EC 10.	Management psychology	6
EC 11.	Self-management	6
EC 12.	International trade and economic information systems	6
EC 13.	Strategic management and change management	6
EC 14.	Commodity studies	6
EC 15.	Career management	6
	In order to ensure the formation of an individual educational trajectory, taking into account the provisions of Article 62 of the Law of Ukraine "On Higher Education", applicants may choose components of the educational program from other educational programs, both similar and other levels of higher education, in agreement with the dean of the faculty.	

ЛИСТ ПОГОДЖЕННЯ
освітньо-професійної програми і навчальних планів
«Менеджмент зовнішньоекономічної діяльності»
першого (бакалаврського) рівня вищої освіти ДТЕУ

Погоджено

Перший проректор з науково-педагогічної роботи

_____ Наталія ПРИТУЛЬСЬКА
(підпис) (ім'я, прізвище)

_____ 20_____

Погоджено

Начальник навчального відділу ДТЕУ

_____ Сергій КАМІНСЬКИЙ
(підпис) (ім'я, прізвище)

_____ 20_____

Погоджено

Декан факультету міжнародної торгівлі та права ДТЕУ

_____ Юлія ГОНЧАРОВА
(підпис) (ім'я, прізвище)

_____ 20_____

Погоджено

Керівник групи забезпечення спеціальності ДТЕУ

_____ Тетяна ТКАЧЕНКО
(підпис) (ім'я, прізвище)

_____ 20_____

Погоджено

Віце-президент Торгово-промислової палати України

_____ Валерій КОРОЛЬ
(підпис) (ім'я, прізвище)

_____ 20_____

Погоджено

Голова РСС факультету міжнародної торгівлі та права

_____ Ірина КРАВЧУК
(підпис) (ім'я, прізвище)

_____ 20_____

Погоджено

Проректор з науково-педагогічної роботи та міжнародних зв'язків

_____ Анжеліка ГЕРАСИМЕНКО
(підпис) (ім'я, прізвище)

_____ 20_____

Погоджено

Начальник навчально-методичного відділу ДТЕУ

_____ Тетяна БОЖКО
(підпис) (ім'я, прізвище)

_____ 20_____

Погоджено

Завідувач кафедри міжнародного менеджменту ДТЕУ

_____ Тетяна МЕЛЬНИК
(підпис) (ім'я, прізвище)

_____ 20_____

Погоджено

Гарант освітньої програми ДТЕУ

_____ Оксана П'ЯНКОВА
(підпис) (ім'я, прізвище)

_____ 20_____

Погоджено

сертифікована консультантка з експорту, засновниця та CEO one-stop агенції Exporter, співзасновниця та CEO соціального підприємства Vilni, експертка з експорту Дія. Бізнес

_____ Анастасія БИТЬКО
(підпис) (ім'я, прізвище)

_____ 20_____

